



RECOGNITION

IMPORTANT SALES

Handled by B. Max Mehl

B. W. Smith Collection, Redlands, Calif.....	\$ 17,293.00
Dr. Wilharm Collection, Pittsburgh, Pa.....	22,311.00
Ten Eyck Collection, Albany, N. Y.....	45,638.00
Purchase of remainder of 10,000 1916-1917 McKinley Gold Dollars—market value at time of purchase.....	30,000.00
Present value, \$162,500.00.	
Rawson Collection, Boston, Mass.....	19,295.00
Judge Slack Collection, San Francisco, Calif.....	25,000.00
Fred Joy Collection, Boston, Mass.....	61,500.00
H. O. Mann Collection, Denver, Colo.....	42,000.00
Dr. George P. French Collection, Rochester, N. Y.....	50,000.00
Lusk-Leonard Sale	30,803.71
Waldo Newcomer Collection, Baltimore, Md.....	220,000.00
Morse, Faeltan and Todd Collections, Boston, Mass.....	27,973.24
S. H. McVitty Collection, Salem, Va.....	29,808.25
George E. Chatillon Collection, New York, N. Y.....	24,908.73
H. A. Stoddard Collection, Pasadena, Calif.....	58,000.00
Wm. Forrester Dunham, Chicago, Ill.....	83,364.00
Belden E. Roach, New York, N. Y.....	91,679.00
Albert A. Grinnell, Detroit, Mich.....	38,659.00
Fred Olsen, Alton, Ill.....	55,935.00
J. F. Bell, Chicago, Ill.....	44,250.00
Thomas W. Voetter, San Diego, Calif.....	21,137.00
W. A. Philpott, Dallas, Texas.....	42,818.00
Wm. A. Knapp, Kansas City, Mo.....	23,930.00
Wm. D. Waltman, Los Angeles, Calif.....	72,867.00
Will W. Neil, Abilene, Kansas.....	81,531.00
Frederic W. Geiss, Chicago, Ill.....	107,383.00
William C. Atwater, New York, N. Y.....	153,514.00
"Royal Sale," King of Egypt and Dr. Allenburger Collection..	116,467.00
Dr. Chas. W. Green, New York, N. Y.....	98,067.00
Louis Kreiger, Nevada and New York, N. Y.....	40,000.00

And now (December, 1949), I have in preparation for sale the Collection of the late eminent composer, Jerome Kern, of Beverly Hills, California—a collection valued at approximately \$100,000.00.

Besides the above large collections, I have purchased several times the number of collections listed above—collections valued at from \$1,000.00 to \$12,000.00.

R E C O G N I T I O N

of

Fifty Years

of

Numismatic Service

Dear Friend Mehl:

I want to be one of the first to congratulate you on the article in THE SATURDAY EVENING POST. "It does me good" to have you recognized in America's greatest magazine as our greatest Numismatist; one who has done more for our hobby than any man living or dead. You are a fine example of a typical American boy who has got to the top of the ladder in his vocation by his own efforts. And I am proud to be a friend and to know that you are just a jolly good fellow, unspoiled and humble with it all.

This article I shall keep and read many times while showing it to friends from time to time.

Although you are a hell of a lot better looking than the picture we will let it pass; anyway I knew it was you.

With all good wishes to you and yours,

Your friend,
Arthur L. Gray

Saginaw, Mich.

Dear Mr. Mehl:

I have read with interest and pleasure the article in THE POST upon your resplendent career as a Numismatist. I heartily congratulate you and I hope you will live and continue for a very long time yet.

I hope you will put this article out in a brochure; and send me a copy.

Yours truly,
Thomas L. Gaskill

Philadelphia, Pa.

Dear Mr. Mehl:

It was a source of interest and pride to read the article about you in the current issue of the Saturday Evening Post.

To receive recognition in such a highly specialized field, where not only ability, but sterling character are prerequisites, is indeed noteworthy and I should like to add my congratulations to the many others you will be receiving.

The only criticism I have on the article is that too little space was devoted to your many activities for the good of your community and your fellow-men.

Sincerely and fraternally,
Carl Mikula

Vice-President
Tension Envelope Corp.
Kansas City, Mo.

My dear Mr. Mehl:

My heartiest congratulations on a fine article about a great guy.

With fondest greetings to Mrs. Mehl and your good self,

Very sincerely yours,

Charles M. Wormser

New Netherlands Coin Co., Inc.

New York, N. Y.

Dear Max:

That's some article, that appears in this week's POST! My hearty congratulations, not only upon a swell article, but to a deserving person!

Tell Mrs. Mehl that I said you are one guy for which she will not have to buy a new hat.

My best to you!

Sincerely,

Loyd B. Gettys

President

American Numismatic Association

Davenport, Iowa

Dear Mr. Mehl:

With a great deal more than casual interest and pleasure, I have just completed a perusal of the excellent article "Want \$3730 for a Nickel", by Mr. Wilfred Weiss in the Saturday Evening Post.

Congratulations to you upon being selected as the subject for a national review. Few men are accorded that privilege and we may feel assured such honor is well deserved.

Sincerely yours,

T. W. Simmons

Executive Vice-Pres.

Lexington State Bank

Lexington, Texas

"MY SINCERE CONGRATULATIONS. THE POST ARTICLE IS INDEED A FINE TRIBUTE TO YOU."

J. K. Harris

Denver, Colorado

Western Union

"DEAR MAX: I JUST READ THE POST ARTICLE. IT IS GREAT BUT IT FAILED ONE HELLUVA LOT TO TELL ABOUT THE GRAND MAN AND THE GRAND WIFE WE KNOW. WHAT IT SAYS ABOUT YOU IS NOT ONE HALF OF THE STORY. OUR CONGRATULATIONS COME FROM THE HEART."

SINCERELY,

Joe and Augustine Wells

Independent Oil Men's Assn.
of New England
Boston, Mass.

From THE NUMISMATIST, March 1949 issue. (Official journal for A.N.A.)

B. MAX MEHL FEATURED IN SATURDAY EVENING POST

Once again, B. Max Mehl of Fort Worth, Texas, has given coin collecting a million dollars worth of free publicity. This time it's in the SATURDAY EVENING POST of February 5th, 1949. Staff writer Wilfred Weiss has recounted many of the interesting experiences Mr. Mehl has had over the last half a century. Millions and millions of readers will enjoy this interesting story, and thousands and thousands of coin collectors will find it to be the best publicity they have ever read on their favorite hobby.

The article is well illustrated and in addition to coins it shows one of the most characteristic portraits of B. Max that we had ever hoped to own.

Dear Max:

Last week while reading my SATURDAY EVENING POST, I was more than delighted to read the article concerning you:

THE DEAN OF NUMISMATICS

Your remarks were very well phrased and enlightening. But above all, it will serve as a great boost for the cause of numismatics.

My kindest personal regards to your good wife and yourself.

Cordially yours,

Joseph Moss

P. S. Your picture was not so "hot". You're a better looking "guy" than portrayed.

Joe

Joseph Moss, Vice-President
American Numismatic Assn.
Philadelphia, Pa.

Dear Max:

Congratulations on your wonderful write up in the SATURDAY EVENING POST. I enjoyed it immensely. I have been kidding you for years about using your old picture in your advertising, and hoping for a chance to make you a better one, and now you have it; that is certainly a magnificent photograph of you, and I wish *I* had made it.

Cordially yours,
H. C. Bilger

Freeport, Illinois

Dear Max:

I enjoyed the article in last week's SATURDAY EVENING POST in regard to B. Max Mehl, and from my dealings with you I know the writer knew whereof he wrote. You have established an enviable reputation for honest and fair dealing of which you may well be proud. May you continue to prosper is my sincere wish to you.

Very sincerely,
F. E. Smith

Bakersfield, Calif.

From NUMISMATIC GALLERY MONTHLY by A. Kosoff, March, 1949
"SATURDAY EVENING POST (Feb. 5th) spread a tribute to a 'grand young man of numismatics.' Too often we wait to say nice things about a nice guy—until he can't hear them. Here's a salute to a country boy who has done more to put numismatics on the map than any man we know—B. Max Mehl."

Friend Mehl:

The Mrs. and I both enjoyed reading the wonderfully fine story in THE POST. We wish to congratulate you and send our best wishes to you both.

You not only deserve the contents of this fine article of facts, but also the great value you give to our hobby.

Very truly,
Mr. & Mrs. Nelson T. Thorson

Mr. Thorson,
Past President of American Numismatic Assn.
Omaha, Nebr.

Dear Mr. Mehl:

I have read with interest the article in the SATURDAY EVENING POST which was very well written; however, it did not say as much as it could have and should have complimented you much higher.

After reading an article like this, it makes a fellow very glad to know a man like you.

Sincerely yours,
A. F. Miller

Houston, Texas

Dear Max:

Hearty congratulations on that marvelously fine article in THE POST! As far as publicity is concerned, that is the capstone of your 49 years in the business. Not only will this prove a tribute to you beyond anything that could be purchased, but it should definitely benefit numismatics generally. You should take great satisfaction in this recognition.

Burton H. Saxton

Bus. Manager of
THE NUMISMATIST, official
Journal of the American Numismatic Assn.
Cedar Rapids, Iowa

Dear Mr. Mehl:

As one who has found you gracious and generous I read with deep appreciation the article in THE POST.

Archibald Rutledge

Author.
McClellanville, S. C.

Dear Max:

Read about you in the SATURDAY EVENING POST. Every word written about you is the truth and a swell article about B. Max Mehl. You have my best wishes to continue on, as long as you may wish yourself, plus the help of the good Lord above; of course with your very lovely and charming wife and family.

With kindest regards,

Sincerely yours,
Louis Werner

Brooklyn, N. Y.

Dear Mr. Mehl:

Congratulations on the splendid article in THE SATURDAY EVENING POST. It was a fine tribute and a well deserved one. In addition, the article will do much to stimulate interest in a fine hobby.

Michael H. Zwicker
Colonel U. S. Army

Houston, Texas

Dear Max:

I read the article about you in the Saturday Evening Post with great interest. It recalled the many happy hours we spent together trying to collect money around the board of chance. I hope you are getting as much pleasure out of this much-deserved recognition as I got in reading it.

Best wishes for you and yours,

Sincerely,
Don Weaver

Editor
THE COLUMBUS CITIZEN
Columbus, Ohio

Dear Mr. Mehl:

Congratulations on the interesting article concerning you and numismatics in a recent issue of the SATURDAY EVENING POST.

Not being a subscriber to that excellent magazine, I was given the copy by a friend who now is about willing to "see the light" that numismatics can be fun.

Very sincerely,
Mrs. Shepard Pond

Winchester, Mass.

Dear Mr. Mehl:

I read with great interest the story about you in THE SATURDAY EVENING POST of February 5th, 1949. It was a very excellent article, well illustrated, and a very good thing for numismatics. I congratulate you upon the just tribute paid to you. Really, you are quite famous. There are many other nice things that could have been said about you in the article.

Kindest regards.

Sincerely,
Harold S. Bareford

New York, N. Y.

Dear Max:

I have read with great interest the article in the current issue of the SATURDAY EVENING POST, and I congratulate you on this distinction. It is certainly a worthy one. This kind of publicity should be very helpful to numismatics and to the Association, and for this we are very grateful.

Kindest personal regards,
Lewis M. Reagan

General Secretary
American Numismatic Assn.
Wichita, Kans.

Dear Max:

That POST story (Feb. 5) is as good numismatic propaganda for the general public as has ever been printed in any magazine—in my opinion. Those blown-up over a gold background are superb! But far and away the *best* is that 2/3 page of the "Dean" himself, examining those rarities! That *is* super-duper and puts you in the class with all the most interesting people of the country. Huzza, huzza! I'm proud of you.

Sincerely,
Wm. A. Philpott, Jr.

Sec'y-Treasurer
Texas Bankers Assn.
Dallas, Texas

Local Letters

'TIS said that "A Prophet Is Not Without Honor Save in His Own Country." If this be true, then it is doubly gratifying to have so many of your home-town friends respond so generously with gracious comments.

Here are just a few of very many letters received from local friends following publication of the Post article. These were followed by hundreds of telephone calls.



The FAMOUS BRASHEAR DOUBLOON

Only six or seven specimens known. The last one offered at auction was in the Sale of the famous Ten Eyck Collection conducted by B. Max Mehl in June, 1922. This coin brought \$3,000.00 at that time. It is valued today at approximately \$7,500.00.

Dear Max:

That was a mighty good, as well as interesting, article about a damn fine guy, in the SATURDAY EVENING POST.

We, of Fort Worth, are the real gainers through this well-earned recognition of your unusual talents. Our roster now includes cattle, cotton, oil and *Brains*.

Sincerely,

James F. Pollock

P. S. I suppose it will take "Kings or better" to open from now on out.

JFP

Owner and Publisher

FORT WORTH COMMERCIAL RECORDER

Fort Worth, Texas



Dear Max:

We think the story in last week's SATURDAY EVENING POST about you and your business was the finest we have ever read about anyone. To achieve the prominence and distinction you have is something which every sincere business man strives for, and yet is something so very few ever accomplish.

To have known you and enjoyed your friendship during these many years has been a rare privilege to us. And having known you as we have we can sincerely say that this fine story did not begin to tell all the good things which can be said about you and your business.

Sincerely yours,

Clyde,

Ann Penry,

Sunya Alexander,

Elizabeth Ann Alexander,

Burl,

Clyde Penry, Pres. (and his entire family)

Penry Lumber Company

Fort Worth, Texas



Via WESTERN UNION—Phoenix, Ariz.

B. Max Mehl

c/o Colonial Country Club

DELIGHTED TO LEARN FROM *SATURDAY EVENING POST* ARTICLE TODAY THAT YOU HAVE A LEGITIMATE BUSINESS. I ALWAYS THOUGHT YOU PLAYED GIN RUMMY FOR A LIVING.

REGARDS.

H. B. RANSOM

H. B. Ransom Motor Co.

Fort Worth, Texas

Dear Friend Max:

Congratulations, yes, the heartiest possible kind, on the magnificent story that you so justly earned and deserved in the current issue of the SATURDAY EVENING POST; that is quite a story. Of course you have achieved quite an accomplishment that is recognizable throughout the nation.

It is not only a fine thing for you to do in your business, but it brings honor and distinction and recognition to the great city that you call your home town. We are all mighty proud of you and hasten to express our appreciation of your achievements and accomplishments in our community and say "We are happy that you are one of us."

Sincerely,
Homer Covey

Past-Pres. Fort Worth
Chamber of Commerce,
Fort Worth, Texas

Mr. Paul H. Figg,
Regional Director
Fourteenth U. S. Civil Service Region
Dallas 1, Texas
Dear Mr. Figg:

Your inquiry concerning Mr. B. Max Mehl serving as a member of the Civil Service Board of the City of Fort Worth is correct.

Mr. Mehl served as chairman of the Civil Service Commission of the City of Fort Worth, an appointive office, for a period of six years and did an excellent job in that capacity.

The Civil Service Commission of the City of Fort Worth is established by Charter provisions, requiring the appointment of three members, serving for a period of one, two, and three years. Mr. Mehl completed his term of appointment under circumstances immediately after the war, which dealt with the reconstruction of the regulations and the establishment of seniority ratings for men and women returning from the armed services.

He is considered one of our leading citizens, and I am glad to take this opportunity of verifying the publicity he recently received for his civic achievements.

Very truly yours,
J. J. Hurley

Director of Personnel and Civil Service
for the City of Fort Worth.

Coin Auction Sales

COIN Auction Sales always have been and probably always will be the favorite indoor sport of coin collectors.

My first auction sale appeared in 1904. And during all these years I have always endeavored to produce not only the finest Sale Catalogs from an "eye appeal" standpoint, but also informative Catalogs that will keep and increase the interest of the collector in Numismatics. How successful these efforts have been is evidenced by the following "samples" of letters received and being received following each issue of a Mehl Quality Sale Catalog.



The RAREST U. S. DIME and PROBABLY
the RAREST SMALL SILVER COIN in
the WORLD, – 1894 S MINT DIME

This is the only specimen ever offered at auction. It was offered in a Sale in 1944 where it was purchased by Mr. Neil of Kansas for \$2,350.00. It was offered the second time in my Sale of Mr. Neil's Collection in 1946 where this coin brought \$2,325.00.

Dear Max:

Here is PALMS to you over the Dunham collection catalog. A fine compilation of extraordinary material presented in elegant form, a volume that will be prized and preserved.

In the selfishness that, unfortunately, prevails in our little commercial numismatic sphere in the U. S. it is more than a bouquet when a contemporary dealer applauds a competitor. I was pleased to hear complimentary remarks from the trade regarding your catalog.

Best regards,
Farran Zerbe

Past President and Editor
of THE NUMISMATIST, and
founder of the Chase Nat'l
Bank Collection of Moneys of the World.
New York, N. Y. May, 1941.

Dear Max:

Your Art catalogue of the Dunham Collection received this morning. Although I expected a fine one, this is really the finest ever presented to the collectors of America.

George J. Bauer

Collector and dealer for
more than 50 years.
Past President of A. N. A.
Rochester, N. Y.
May, 1941

Via Western Union

CONGRATULATIONS FOR THE OUTSTANDING CONTRIBUTION
TO AMERICAN NUMISMATICS IN THE DUNHAM CATALOGUE.

J. U. Gillespie

Honorable J. U. Gillespie
House of Representatives
Tallahassee, Florida, May, 1941

My dear Max:

This morning I received your catalogue of the Dunham collection, and to say that it is magnificent is to express it very mildly. The real truth is embodied in your own letter where you refer to the "labor of love" it has been.

It is also one thing more, it is a monument to the brains, genius, hard work and numismatic ability of B. Max Mehl. May you live long and prosper, but you will never do anything finer, nor anything that will show the time and patience which yourself, Mrs. Ferguson and your associates have devoted to this splendid job.

The descriptive work is also mighty fine, and I learned a lot about a number of coins which hitherto I had no thought of as being especially rare, etc. I shall cherish my copy and place it among the "archives" for future reference.

Edward A. King

Author of
"MASONIC CHAPTER PENNIES"
Pittsburgh, Pa., May, 1941

Dear Mr. Mehl:

I am not a Numismatist—my specialty being Philately—but if any one publication could swing me over it would be your magnificent work of art, the Dunham Catalog.

Unquestionably this is going to be considered one of the greatest reference works on American coins and notes long after the Sale is passed.

My hearty congratulations.

Cordially yours,

A. D. Keator

Director State Library

and Museum.

Harrisburg, Pa.

May, 1941



My dear Mr. Mehl:

May I take this opportunity to congratulate you on your production of the great Dunham Catalog. It is indeed a "Dream Catalog". In your Foreword you call it a "Library of Numismatics"; it is truly well named and your pride is fully justified.

May you reap the rich results in this sale that your efforts deserve.

Very sincerely yours,

M. G. Rayson

Past President Chicago Coin Club

May, 1941



Dear Mr. Mehl:

I wish to express in my small way what I think of the catalog of the Dunham Sale.

I have been interested in coin collecting only a few years and have heard about the wonderful books you have sent out from time to time but now I have first hand experience and am positive that this is the greatest ever published by you.

This catalog holds the position of highest interest in my collection and will be used for many years as The Reference Book. It is a beautiful book, well prepared and contains no end of useful information. It will be remembered and referred to for generations to come.

Harold I. Hall

Chatham, N. Y.

May, 1941

Dear Mr. Mehl:

Your very handsome Dunham Catalog arrived yesterday. At our meeting Wednesday evening of the Chicago Coin Club I heard many expressions of delight at the good job you had done. Mr. Alden Boyer was so impressed with the catalog that he asked me to allow him the floor to tell one hundred and five serious collectors what a swell job the catalog was. Mr. Henri Ripstra told those present a little more in detail of the story of Mr. Dunham's 1822 \$5.00 Gold Piece.

I am sure you have done a great deal to foster the romance of our hobby, and I join with all those to whom I have talked in saying "Well done".

Sincerely yours,

Edmund E. Lamb

President Chicago Coin Club
May, 1941

Dear Mr. Mehl:

I never expect to own an 1804 dollar or an 1822 half eagle, but I do own a numismatic masterpiece, your catalog of the Dunham Collection. Unquestionably this is the finest catalog ever brought out in America, and you should be very proud of your accomplishments, of forty years service to the collectors of America.

Your catalog broke up the regularly scheduled meeting of the Quad City Coin Club. All we did at this meeting was to examine the catalog and make pools on prices that the rarities would bring.

W. M. Baker

President Iowa Numismatic Assn.
May, 1941

My dear Mr. Mehl:

Please accept my sincere thanks for the very fine catalog which you sent me. While I am not a numismatist, I can appreciate that the volume will mean a great deal to those who want to increase their knowledge along this line. May I offer to you my congratulations upon being the author of the finest book of its kind I have ever seen.

James Garfield Stewart

Mayor—City of Cincinnati
May, 1941

Dear Max:

I am just in receipt of your catalog of the "Famous Dunham Collection" and right here let me say that it is by far the finest catalog that has ever come my way during my long Numismatic career.

And I don't mean MAYBE!

Surely that will become the finest reference work on United States Coin Sales that has ever been issued in this country.

Long after you and I have passed to that Great Beyond, collectors will be singing praises to you for this magnificent monumental work that you will leave behind.

My congratulations to you Max,

Sincerely yours,

T. James Clarke

President A. N. A.
Jamestown, N. Y.
April, 1941

Dear Max:

I wish to be one of the first of your many friends to offer you my congratulations on your fine Dunham Sale Catalog. You have kept your promise as to getting out a Catalogue such as has never been produced before and I do not hesitate to prophesy that it will be many a day before it is equalled, and the chances are if it should be that you will be the one to do it.

But after having known and dealt with you for the past thirty years, I am not surprised that you have kept your word as that is one of the reasons for your success.

I shall prize this work of "Art" as the outstanding reference book in my library.

L. W. Hoffeecker

President A. N. A. 1939

El Paso, Texas

May, 1941

Dear Mr. Mehl:

You are a Whiz! You certainly have an excellent business system. And you are a magnificent letter writer to boot. The work you have done on your Dunham Catalog has certainly put the trade on the jump.

Very truly yours,

Thomas L. Gaskill

Camden, N. J.

May, 1941

The following is from

THE NUMISMATIST, June, 1941

Official Journal of the American Numismatic Association

THE DUNHAM SALE BY MEHL ON JUNE 3

The catalogue of B. Max Mehl, of Fort Worth, Texas, of the Dunham Collection, which is to be sold at auction, June 3, 1941, has recently been received. As an outstanding catalogue of the year, Mr. Mehl is deserving of much felicitation. His presentation is remarkable, and an inspection of the research material presented indicates that Mr. Mehl has spent considerable time in its preparation.

The Sale contains coins of the highest rarity, which are obtainable only when a remarkable collection is dispersed. The highlight specimens are, of course, the 1804 silver dollar and the 1822 gold half-eagle. For many years to come numismatists will gather to discuss the rarities which were offered for sale in the Dunham Collection. It will be a pleasure in these years to come to handle the catalogue which Mr. Mehl has so painstakingly prepared, as it will undoubtedly continue to be a numismatic "yardstick".

Mr. Mehl has truly produced a Catalogue which carries with it the spirit of the Cataloguer. In this sense he has achieved the goal which ranks him with some of the *best numismatic cataloguers* this country has had in the past fifty years.

Dear Mr. Mehl:

You will receive many compliments on this gorgeous little booklet Re: the William Cutler Atwater Collection which are lavish in words, and rightly so, and let me add my appreciation. Words are such flimsy things for such a work as this that I find myself handicapped to express my thanks. However, I am enclosing the dollar for the catalogue which I realize has cost much in cash as well as study and hard work.

I feel most fortunate in owning this lovely booklet and will be most grateful for the catalogue.

Thank you many times over.

Sincerely,
Marjorie Lortz

Kansas City, Mo.
February, 1946

Dear Mr. Mehl:

Your advanced synopsis of the Catalogue for the Atwater Collection is both interesting and imaginative. You certainly have no end of artistic talent. I have not had much time for numismatics recently but still have most of the fine items purchased from you.

Sincerely,
Ganson J. Baldwin

New York
January, 1946

Dear Mr. Mehl:

I was agreeably surprised to receive the Beautiful Atwater Catalog. It will be treasured by me, not only as a book of reference, but also as a masterpiece of the printers' art, and the many hard trying days' work by you to bring this book to perfection, which it is, and perfect to the smallest detail.

Please accept my thanks and allow me to pay what you may see to charge for this superb catalog.

Very sincerely yours,
George B. Hoagland

Colorado
August, 1946

Dear Max:

Thanks for the fine volume which you recently sent to me. It is magnificent and I don't see how, during these times of shortages, labor conditions, etc., that you could get it done.

I know how proud you feel, not only with the results of the Sale, but of adding one more volume to numismatic history.

With every good wish, Max,

Sincerely,
George A. Wolf

Altoona, Pa.
September, 1946

My dear Mr. Mehl:

I have your catalogue of a "ROYAL SALE" of coins from the collections of His Majesty, Farouk I, King of Egypt, Doctor Allenburger and Doctor Renz. It is by far the best auction Sale catalogue that I have ever seen and you are to be congratulated upon producing and distributing such a piece of work. It is in the class of reference books rather than catalogues. I know that you are very proud of it and justly so. It is a memorial to your forty-seven years of experience in numismatics.

Sincerely yours,
Robert H. Pelletreau

New York
March, 1948

Dear Mr. Mehl:

You have done it again. Never in my many years of collecting have I ever seen such beautiful Sale catalogues as you publish from time to time. I have all your catalogs you have ever sent me in the last twenty years in my library and consider them all fine references.

Sincerely yours,
A. Murl Kimmel

Robinson, Kans.
March, 1948

Dear Mr. Mehl:

Thank you very much for the very beautiful catalogue I received today for your auction on March 23rd, 1948.

This is a typical Mehl wonderful fine catalogue not only of great interest of those today, but to those of the future, who are interested in numismatics. I salute you.

Very truly yours,
H. M. Budd

Los Angeles
February, 1948

My dear Mr. Mehl:

Your Royal Catalogue just received—it is what it says—Royal and I think that this time you even surpassed yourself.

With wishes of best success,

Sincerely yours,

Paul H. Wittlin

New York

February, 1948



Dear Mr. Mehl:

Your "ROYAL SALE" Catalog of your auction Sale on March 23rd, 1948 has been duly received.

While all your catalogues are par excellent from the point of artistic design and complete descriptions, the content of this forthcoming Sale in uniqueness eclipses them all.

May you live to enjoy many, many more equally significant occasions, for I am sure that you will always be a leap or two ahead of the van. Your work is something for which every A. N. A. member should feel proud. It is an achievement worthy of our highest commendation.

Cordially and sincerely,

O. L. Lewis

Richmond, Va.

March, 1948



Dear Mr. Mehl:

Thanks for the Chinese coins so promptly received. They were okay, and just what I wanted.

I am sending you my book "Old Coins of China" with my sincerest compliments.

It gives me special pleasure to do this as you, of all men living or dead, have done more to make numismatics in America the interesting and pleasurable pursuit it has become. All numismatics, professionals and amateurs, owe you a lot. I say this to you as I have a long time said it to others.

Yours sincerely,

Holger Jorgenson

Los Angeles,

April, 1944

Buyers and Sellers

IT is said that no man can serve two masters. That may be true to a certain extent. But in my Auction Department I *must* serve two "masters"—the owner of the coins and the buyer. This is not as difficult as it sounds. All it requires is simply a degree of absolute fairness—fairness in executing the bids, and fairness in the classification of the coins. No Auction Sale (or for that matter, no business transaction of any kind) can be successful unless such fairness is practiced. How well I have succeeded in this service is evidenced by the following "samples" of unsolicited letters from both buyers and sellers.



1822 U. S. \$5.00 GOLD PIECE

Only three specimens known. Only one specimen ever offered at auction. The first time it was offered was in the Parmelee Sale in 1890 where it brought \$900.00. The same coin was offered in the Smith Sale in 1906 where it was purchased by Mr. Dunham for \$2,000.00. When the Dunham Collection was offered by B. Max Mehl in 1941 this identical coin brought \$11,575.00,—the highest price for a single coin ever realized in the world.

My dear Mr. Mehl:

Your letter of May 6th, and check to my order for balance of the remittance for the sale of my collection of coins was received.

Your letter was read with much interest and I can assure you it gave me much pleasure.

Regarding the amount of your check as a balance, I have not had an opportunity to check over the total of the balance, nor do I intend to, as in my mind to do so might be the source of a possibility which would create some little difference, and if such was the case it would destroy the beautiful sentiment which has existed since our business relations have commenced, and the unlimited confidence I have in you I will not permit to be disturbed.

It is seldom I experience a business transaction which is entirely promoted by moral obligation, as it is not unusual for most people to make a dollar their God.

My family join me in regards, and I sincerely trust that both Mrs. Mehl and yourself will sometime visit Los Angeles, and that I will have a further opportunity of proving my gratefulness.

Yours sincerely,
P. H. Griffith

Los Angeles
May, 1912

Dear Mr. Mehl:

At the close of amicable business relations that cover a period of several months, I would be devoid of appreciation, if I did not extend to you sincere thanks for all that you have done in my behalf.

My coin and medal collection which was the joy of my boyhood days and the companion of the years that followed, it was a pleasure for me to place in your hands for the purpose of having it offered to the public.

Many friends and brother collectors asked me why I went as far away as Fort Worth, Texas, to make a sale that might have been undertaken in the part of the country where I reside. My answer was that the distance did not influence me, for after giving due consideration to conditions that should govern

the judgment of one having valuable treasures to sell, I was convinced that I had selected as my representative the best equipped man in the United States. It is a pleasure to say that I made no mistake in choosing you to do for me just what I wanted, for you *surpassed my most sanguine expectations*.

You are truly a genius in your particular line and words of commendation such as I bestow upon you, you are justly entitled to.

Your straight business-like methods, your knowledge of coins and medals which include their real market value, your ability to produce not only an attractive catalog from a printer's point of view but one that gives accurate descriptions of what you have to sell, your follow up leaflets and booklets and your prompt thirty day settlement of an account with your patron is what has won for you the great popularity you enjoy.

There is no detail of my sale but what you handled in a masterly way and the prices you obtained for the coins and medals; particularly the rarities such as the King 1804 U. S. dollar, were satisfactory.

May you continue to prosper because ability to do things intelligently and well is entitled to reward,

Very truly yours,
James H. Manning

June 1921

(Mr. Manning was President of a large banking institution; was President New York State Bankers Association, and also City Mayor of the City of Albany for two terms.)

Dear Mr. Mehl:

I have received your letter to me of the 1st inst. enclosing statement of the prices realized at the sale conducted by you of my collection of gold coins, and also enclosing draft in my favor for the net proceeds of the sale.

I express to you my appreciation for your prompt remittance, and for your active and intelligent efforts which have resulted in making the sale a conspicuous success.

Very truly yours,
Charles W. Slack

June 6, 1925

PLEASE NOTE

Mr. Slack was a Judge of the Superior Court in San Francisco for seven years. For sixteen years he has served as a Regent of the University of California. For several years he was Dean of Hastings College of Law, and for more than twenty years he has served as a Director of that Institution and has been Vice-President of its Board of Directors since 1918.

Dear Mr. Mehl:

I wish to let you know that I am convinced that my mother and I were very fortunate in having your organization auction our collection of coins. The sum realized was larger than I had expected, and you were most prompt and courteous in all your dealings with us.

Yours very truly,
George M. Agurs, Jr.

Shreveport, La.
June, 1937

Dear Mr. Mehl:

My Brother and I have taken a little time to study the results of the Sale of our Collection which you held March 26th.

Taking the results as a whole we are more than pleased. You have had our confidence throughout all of our dealings and both my Brother and I wish to take this means of thanking you for the care and consideration which led to such a successful sale.

Yours very truly,
R. F. Baldwin

Grand Rapids, Mich.
April, 1940

Dear Mr. Mehl:

I wish to acknowledge receipt of your check and want to inform you that I am very well pleased with the result of your Sale. I was very much afraid that because of the war, prices would be considerably less.

Thanking you for handling my collection in a very efficient and expeditious manner, I am

Yours very truly,
Paul C. Buetow

Saint Paul, Minn.
February, 1942

Dear Mr. Mehl:

This is to acknowledge receipt of your check in payment of my coins sold at your recent Sale.

I am very much pleased with the results, as I received more than I anticipated.

Yours truly,
George W. Curtis

Ionia, Mich.
March, 1942

Dear Mr. Mehl:

Immediately following the receipt of your letter of the 5th enclosing your check for my coin collection (it came some days earlier than I expected it) I was compelled to leave the city, hence the delay in acknowledging its receipt.

I could hardly believe my eyes when I saw the size of your check—so it is needless for me to say that I am more than pleased with the results of your efforts to pull off a successful sale for me.

Considering the years of genuine pleasure I got out of assembling my collection, the amount of money I put into it and what I realized on the Sale recently conducted by you, I can but say that coin collection is the King of Hobbies—and I've been interested in many during my life.

I thank you for the return of the only item—the Turkish gold medallion—for which you failed to receive a bid; to me—an old timer at mail auction bidding—it seems truly remarkable that out of upward of a thousand lots there was only *one* unwanted piece.

With assurance of appreciation for your efforts to satisfactorily dispose of my collection, I am

Sincerely,

Henry E. Elrod

Houston, Texas

April, 1943



Dear Mr. Mehl:

I wish to acknowledge the receipt of your check for my husband's collection.

I am more than pleased with the result of the Sale, it brought more than my highest expectations, and I wish to thank you for the interest you took and the effort you put forth to make it a success, as the results fully testify.

Allow me to thank you for the prompt and satisfactory settlement.

I am, very truly

Margaret E. Voetter

San Diego, Calif.

March, 1943



Dear friend Max:

My congratulations on your last successful Sale. Somehow or another you are able to obtain much better prices than others. Your splendid catalogues may play a part; as for me, I believe it is the reputation!

My best personal regards to you and yours,

Dr. A. F. Pradeau

Los Angeles

July, 1943

Dear Mr. Mehl:

Your letter of November 17, announcing the total amount realized on the Sale of my coins caused a feeling of great elation in the Olsen family in which all members participated joyously.

I want to take this opportunity to state my appreciation of the splendid manner in which you have met your promise "to leave nothing undone to make the Sale a huge success", but you have exercised a diligence and a degree of resourcefulness that was both effective and gratifying.

Several weeks ago, before the Sale actually took place, some of my friends asked me why I had entrusted this collection to a dealer in Fort Worth, instead of going to one of the eastern cities where an open floor auction might have drawn additional spirited bidding. I explained to them there were two reasons for my course of action. One was that I had made a very careful study of the auction results of the leading numismatic dealers throughout the country and had convinced myself that better prices were secured in your Sales. Secondly, my personal contacts with you had developed a feeling of complete confidence in your integrity and competence.

I consider that the manner in which you conducted this Sale and the results which you obtained constitute a thorough verification of the conclusions which I had drawn.

Please accept my kindest personal regards and appreciation.

Sincerely yours,

Fred Olsen

East Alton, Ill.

November, 1944

Dear Mr. Mehl:

I wish to acknowledge receipt of the express package containing 25 copies of the catalog and wish to tell you my appreciation for your promptness in sending them to me.

The manner in which you have cataloged my collection, which covers Lots No. 1 to 393 inclusive, is even more than I hoped for and I wish you to know that I greatly appreciate the appearance of the catalog and the skill with which you have handled the descriptive material and the cuts, and I am looking forward for a successful result of your 106th Auction Sale.

With kindest personal regards, I am

Yours sincerely,

W. D. Waltman

Los Angeles

May, 1945

Dear Mr. Mehl:

I was much interested in the copies of the two letters written by the Atwater brothers. They were surely extremely well pleased with your personal efforts in their behalf, and the *incomparable volume* you produced and the ultimate financial returns.

But why shouldn't they have been? Who else could have done the job as well, *or even approached it*, and attained such successful results?

For my money you are in a class all by yourself when it comes to putting big deals in the 'numismatic world' over such as the marketing of the Dunham and Atwater collections.

Providence, R. I.

Grant Pierce

August, 1946

Dear Mr. Mehl:

With the highly successful conclusion of your auction of the choice coin collection, which my father assembled during his lifetime, all the members of the family join me in expressing our thanks and appreciation.

You certainly did a most patient, accurate and scholarly job in gathering together from many sources, all historical data available, in addition to drawing from your own knowledge and experience of many years. The combination of all this research work in such a marvelous printing job produced a catalogue which was a masterpiece. It is a volume of great tribute to my father. Needless to add, the final results exceeded my most optimistic hopes. Your business-like methods and prompt settlement closed a chapter of all round friendly and cordial business dealings.

I'm only sorry that on account of the long distance between New York and Fort Worth I did not have the pleasure of as many personal chats with you as I would have liked. However, this distance was not the slightest handicap to the transaction of complete and satisfactory business. More power to you!

Sincerely and cordially yours,

Wm. C. Atwater, Jr.

New York, N. Y.

July, 1946

(The largest amount ever realized for a Coin Collection or Coin Sale in America —\$153,514.00)



Dear Mr. Mehl:

For the thoroughly satisfactory manner in which you recently disposed of my coin collection at mail auction, I am deeply grateful. Your efficient and businesslike methods produced results exceeding my expectations. The total brought by my coins meets with my whole approval, and the dispatch with which you made final settlement—within thirty days of the sale's date—is most praiseworthy.

Be assured that I do appreciate the care you took and the patience you displayed in conducting the Sale. Your cataloging was fair to both me and the bidders, and I am sure that those successful in securing lots in the Sale found them up to your description and are as pleased as I am.

It will give me pleasure to recommend you to any prospective collector who might have coins to sell.

Cordially and sincerely,

W. A. Philpott, Jr.

Dallas, Texas

January, 1946

Auction Buyers

THE Romans said, "Caveat emptor" . . .
or "Let the buyer beware." But in
my case, *the buyer must be completely
satisfied.*

That coin collectors who participate in my
Auction Sales appreciate the "Mehl-
method" is shown by a few of the hun-
dreds of letters I have received from satis-
fied buyers.



The FAMOUS "STICKNEY 1804 DOLLAR"

This celebrated coin sold by B. Max Mehl in the Atwater Sale, June, 1946, where it realized \$10,500.00, the highest price ever realized in the world for a single silver coin.

Dear Mr. Mehl:

Find cashier check for coins, all okay.

Mr. Mehl I certainly like to bid at your sales. I can certainly depend on getting what I bid on. Your rating condition of coins I find 100% accurate. I have handled coins for 53 years.

Sincerely,
Ed. A. Dry

Boyertown, Pa.

Dear Mr. Mehl:

Received your coins O. K. Mailing you a check in full.

Upon inspection of the coins, I find that they are exactly as represented in your catalog. Thank you very much.

With very best regards, I am

Yours very truly,
Gaston Di Bello

Buffalo, N. Y.

Dear Mr. Mehl:

I am enclosing my check in full settlement of your invoice dated June 15, 1945, covering purchases made for my account in your Sale of that date.

May I take this opportunity to say that there is something fine and satisfying about the methods used and results obtained in your Sales that is rarely found in any other.

The fine preparation, conduct and quality of material is unsurpassed and leads me to the conclusion that I profit most from those Sales conducted by you, in which I am fortunate to be able to participate.

With kind personal regards, I am

Sincerely yours,
Louis G. Stirling

Baton Rouge, La.

My dear Mr. Mehl:

My coins arrived just now. I am sending money orders for the amount of my successful bids, thus "living up" to the reputation you yourself gave me of "nice business." Thanks, Mr. Mehl, for reducing my bids in many cases; again thanks.

Yours very, very respectfully,
E. Montrop

Washington, D. C.

Dear Mr. Mehl:

Enclosed is check for auction lots received yesterday.

Many thanks for your efficiency in handling my bids, and particularly so in reducing several.

Sincerely yours,
Dr. K. J. Sartoris

Schenectady, N. Y.

Direct Purchases

OFTEN, Collectors or Estates with rarities or entire collections to dispose of, prefer an outright sale for immediate cash.

Fortunately, the Almighty has been good to me. I have prospered to the extent where I am in a position to buy any collection up to any value. (Well into six figures.) And due to my vast field of distribution (probably the largest clientele enjoyed by any Numismatic Dealer, past or present), I am in a position to pay as much, and often more, than the Collection would net at Auction.

A number of the largest Collections ever offered in the country were purchased outright by me. The most notable one was the American Section of the Waldo Newcomer Collection of Baltimore, totaling \$220,000.00. This great Collection was sold by me privately to various collectors.

Here are unsolicited letters from some of the owners from whom I made direct purchases.



1793 LIBERTY CAP CENT

The finest known example sold by B. Max Mehl in the Atwater Sale. It realized \$2,000.00,—the highest price a single copper coin ever sold for in the world.

Dear Mr. Mehl:

Beg to acknowledge receipt of New York Draft in payment for the collection of coins owned by my father's estate. I wish to state that I have had dealings with the leading coin dealers in the United States regarding this collection, and without hesitance I must state that you stand first and alone among them.

Your clean-cut, business-like methods are all that could be asked for, and I am highly pleased with my transaction with you.

With best wishes for your undoubted success, I am

Pittsburgh, Pa.
October, 1920

Cordially yours,
A. H. Wilharm

Dear Mr. Mehl:

I am writing to confirm our recent transaction wherein you paid me cash for the entire collection of the United States coins and others recently owned by my uncle, the Hon. Fred Joy of Winchester, Mass., this collection being known as the "Joy" collection.

I take pleasure in expressing at this time my complete satisfaction with the Sale and I know that thru you I got a far better deal than I could have realized from anyone else in the country.

It was a pleasure to deal with one whose methods are so straightforward and businesslike. I heartily recommend you to any one desirous of selling a collection.

It has been most enjoyable to have you come to Boston and I only regret you could not stay a while longer. I trust that you had a good trip back to Texas and I hope that I shall see you again sometime in the future.

Boston, Mass.
September, 1925

Sincerely yours,
Fred Joy Fox

My dear Mr. Mehl:

Our hearts have been gladdened by the receipt of your check for \$11,000.00 in payment for my collection, particularly as we did not expect to hear from you until you returned home.

Mrs. Markus and I wish to sincerely thank you for your courtesy and consideration in the matter, and we very much admire your method of doing business.

With high personal regards to you, I am

President of A.N.A. 1927
Davenport, Iowa
June, 1926

Yours sincerely,
Charles Markus

Dear Mr. Mehl:

Today I shipped you by American Express, the collection of the late Isaac Excell, who had transacted business with you for a period of nearly twenty years, and owing to the high regard and esteem in which he held you, and on account of the pleasant and honorable dealings he had with you over that period of time, you are the only person I solicited a bid from for his collection, and after meeting you, personally, I am sure he was justified in his confidence in you, and I am sure that you paid every dollar that it was possible for you to pay for the collection, and still make a reasonable profit for yourself.

Thanking you for the prompt and business-like manner in which you handled this transaction, I am

Executor,
Estate of Isaac Excell, Deceased

Yours very truly,
John F. Wallace

Dear Mr. Mehl:

Your letter of April 15th has been received, and the Museum accepts your offer for the two collections of coins sent to you recently.

Due very largely to my personal acquaintance with you and the promptness with which you have transacted the purchase of the coins referred to above, I have in the past week or so referred a number of inquiries concerning coins to your address, and shall continue to do so as these inquiries are received by the Museum.

Director
Field Museum of Natural History
Chicago, Ill.
April, 1932

Very truly yours,
S. C. Simms

Dear Mr. Mehl:

Your business way of valuating the American coin section of my collection and your fair offer which I accepted together with your check in full is appreciated. The deal was mutually satisfactory as I expected it would be. I trust the splendid coins will be a source of pleasure to their future owners as they have been to me.

With best wishes,

Rochester, N. Y.
August, 1934

Yours truly,
George J. Bauer

Dear Mr. Mehl:

Your letter July 20th enclosing check for \$5,500.00 in payment for my coin collection received.

I wish to thank you for your very expeditious handling of my coins and your very prompt payment.

Salem, Va.
July, 1937

Yours truly,
S. H. McVitty

Dear Mr. Mehl:

Your letter, including the check, received several days ago, and I want to tell you that the proceeds of the Sale has been highly satisfactory to me, beyond my expectations.

You may rest assured that I will recommend your firm for square dealing and quick settlement to all coin collectors that desire to part with their collection.

New Orleans, La.
May, 1940

Very truly yours,
W. C. Ehlers

IN CONCLUSION

I hope that you have enjoyed sharing with me the reading of some of the letters and telegrams received following publication of the SATURDAY EVENING POST article, as well as those from both buyers and sellers of rare coins. Likewise, I wish to express my sincere appreciation for your patronage during my first fifty years of numismatic service . . . and to hope that I may continue to serve your numismatic needs for many years to come.

A handwritten signature in dark ink, appearing to read "Paul Melick". The signature is written in a cursive style with a large, looping initial "P" and a long, sweeping underline.



1 9 5 0

FORT WORTH, TEXAS